

Fig. 2

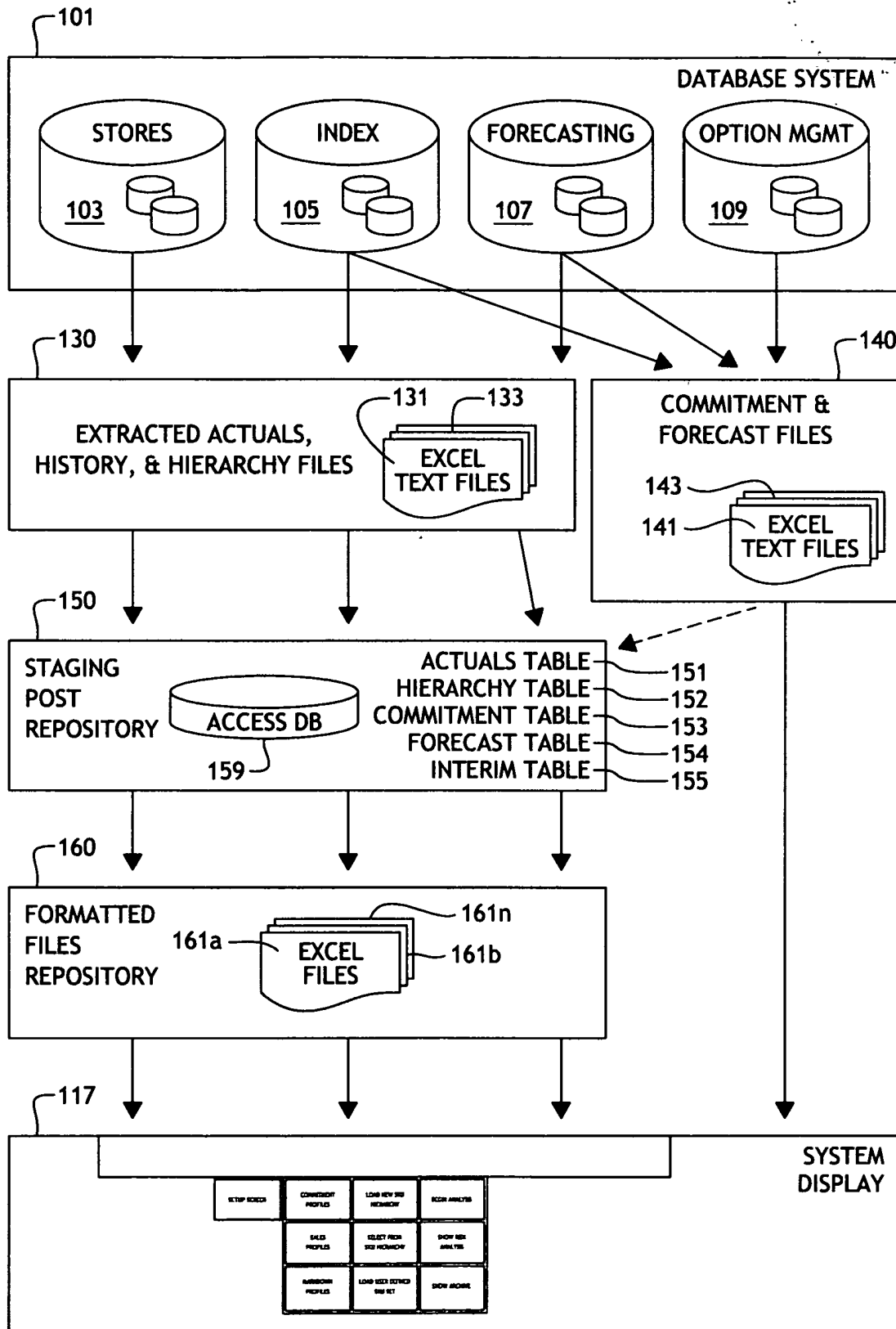


Fig. 3

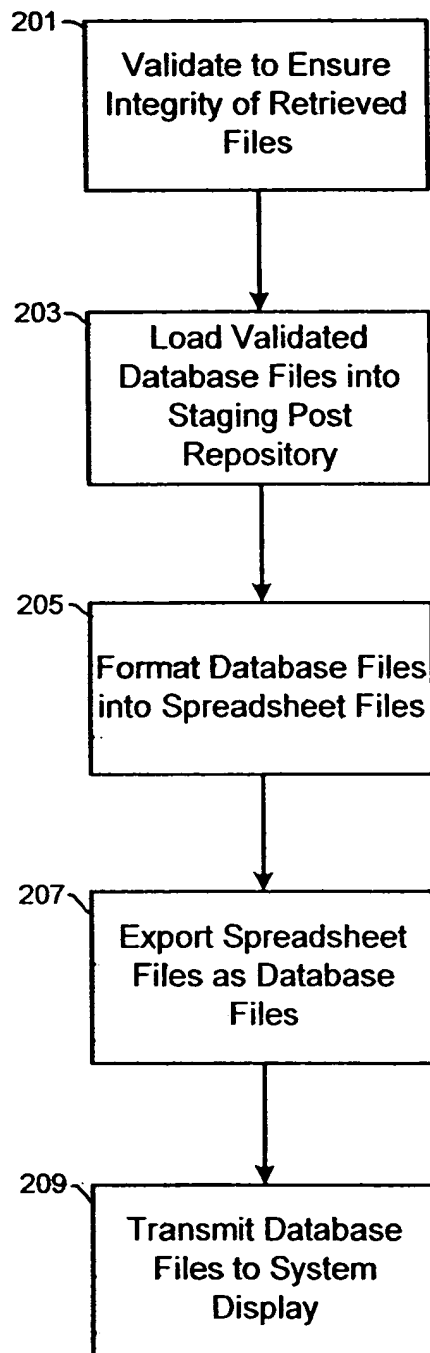


Fig. 4

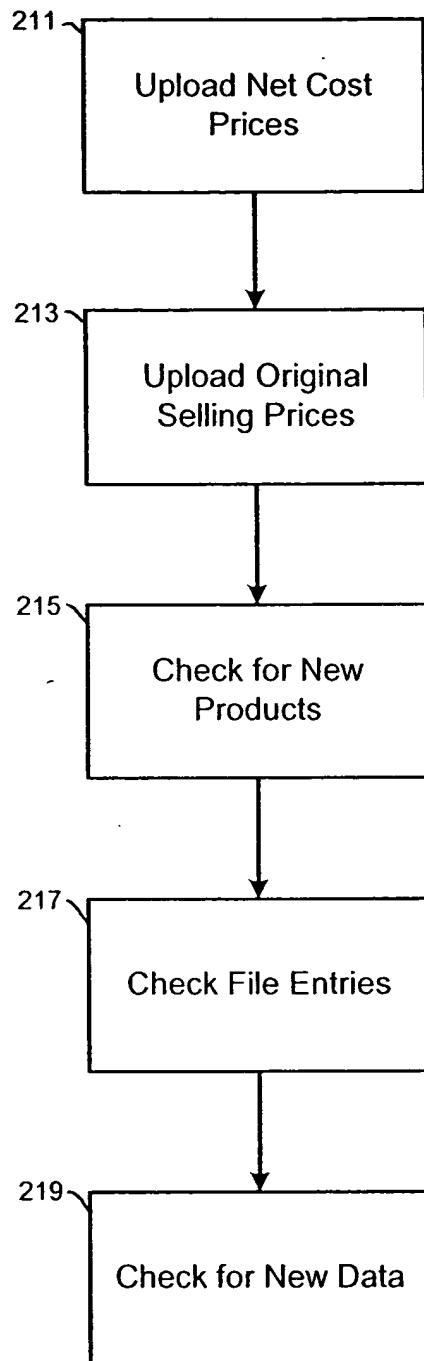


Fig. 5

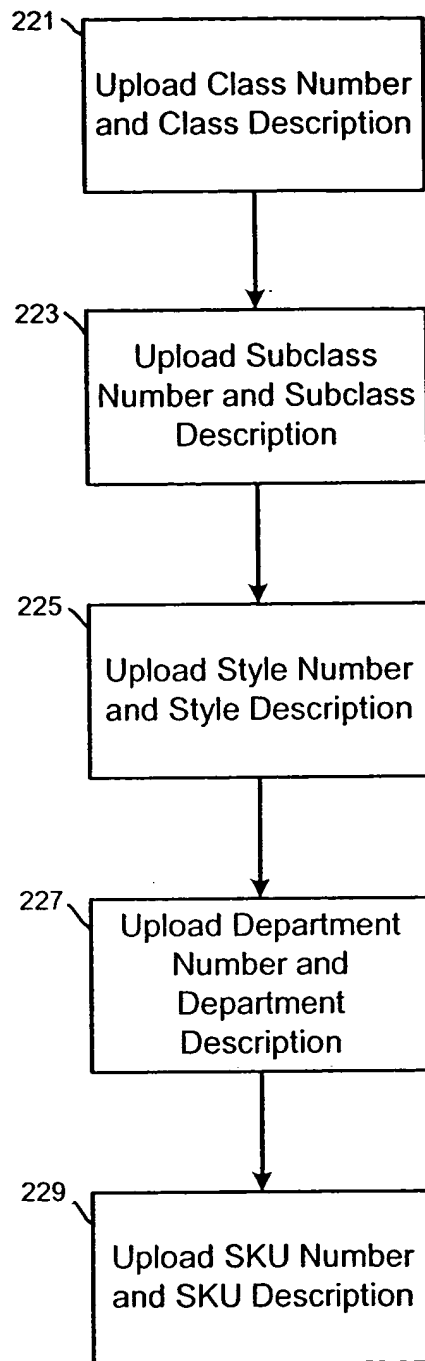


Fig. 6

Hierarchy File

CLANUM : CLADES	SCLNUM : SCLDES	STYNUM : STYDES	OPTNUM : OPTDES	SKUNUM : SKUDES
507 JUMPERS	849 BASC ACRYLIC CREW	55400 CLASSIC ACRY CREW	55400137 CLASSIC ACRY CREW	20310562 CLASSIC ACRY CREW
507 JUMPERS	849 BASC ACRYLIC CREW	55400 CLASSIC ACRY CREW	55400137 CLASSIC ACRY CREW	20310563 CLASSIC ACRY CREW
507 JUMPERS	849 BASC ACRYLIC CREW	55400 CLASSIC ACRY CREW	55400137 CLASSIC ACRY CREW	20310564 CLASSIC ACRY CREW
507 JUMPERS	849 BASC ACRYLIC CREW	55400 CLASSIC ACRY CREW	554002201 CLASSIC ACRY CREW	20550767 CLASSIC ACRY CREW
507 JUMPERS	849 BASC ACRYLIC CREW	55400 CLASSIC ACRY CREW	554002201 CLASSIC ACRY CREW	20550768 CLASSIC ACRY CREW
507 JUMPERS	849 BASC ACRYLIC CREW	55400 CLASSIC ACRY CREW	554002201 CLASSIC ACRY CREW	20550769 CLASSIC ACRY CREW
507 JUMPERS	849 BASC ACRYLIC CREW	55400 CLASSIC ACRY CREW	55400954 CLASSIC ACRY CREW	20668082 CLASSIC ACRY CREW
507 JUMPERS	849 BASC ACRYLIC CREW	55400 CLASSIC ACRY CREW	55400954 CLASSIC ACRY CREW	20668083 CLASSIC ACRY CREW

Fig. 7

Actuals File

4 SKUNUM	COST	OSP	SON	VAT	CONSTK	1	2	3	4	5	6...
20310562	5.8669	15	1679	17.5	250	421	343	203	119		
20310563	5.8669	15	1488	17.5	1068	418	432	233	137		
20310564	5.8669	15	1063	17.5	48	195	177	70	41		
20550767	4.6924	15	2143	17.5	341	452	393	181	106		
20550768	5.8669	15	2097	17.5	665	485	438	203	119		
20550769	5.8669	15	1251	17.5	523	153	161	51	30		
20668082	5.8264	15	1977	17.5	138	494	403	198	116		
20668083	5.8264	15	2044	17.5	76	574	450	244	144		

Fig. 9

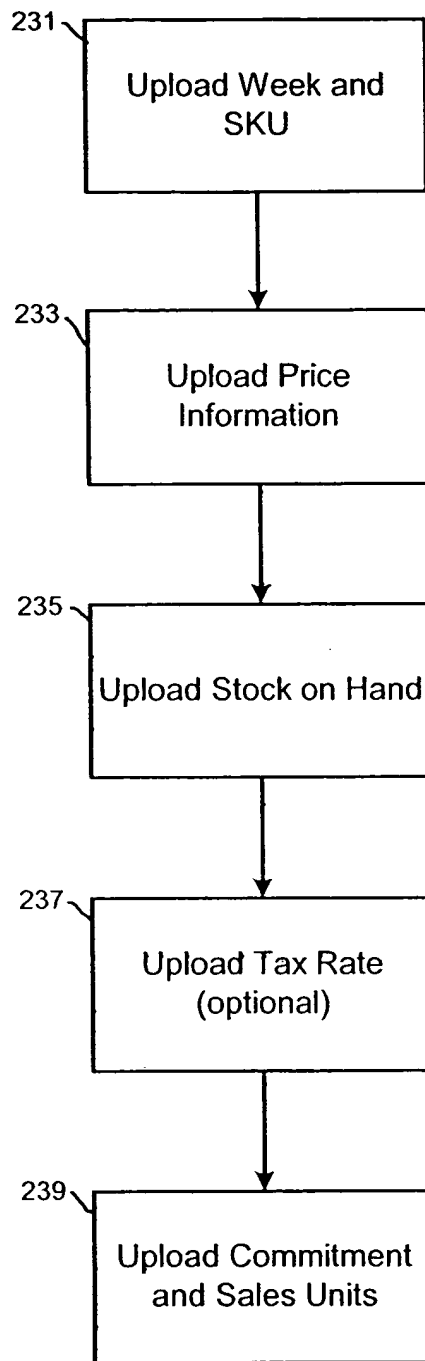


Fig. 8

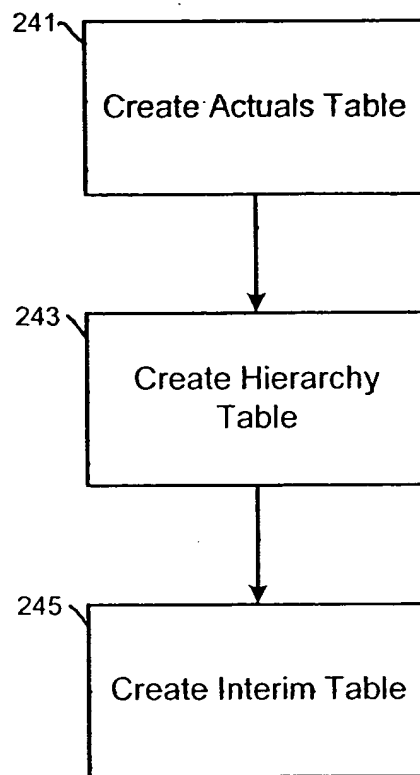


Fig. 10

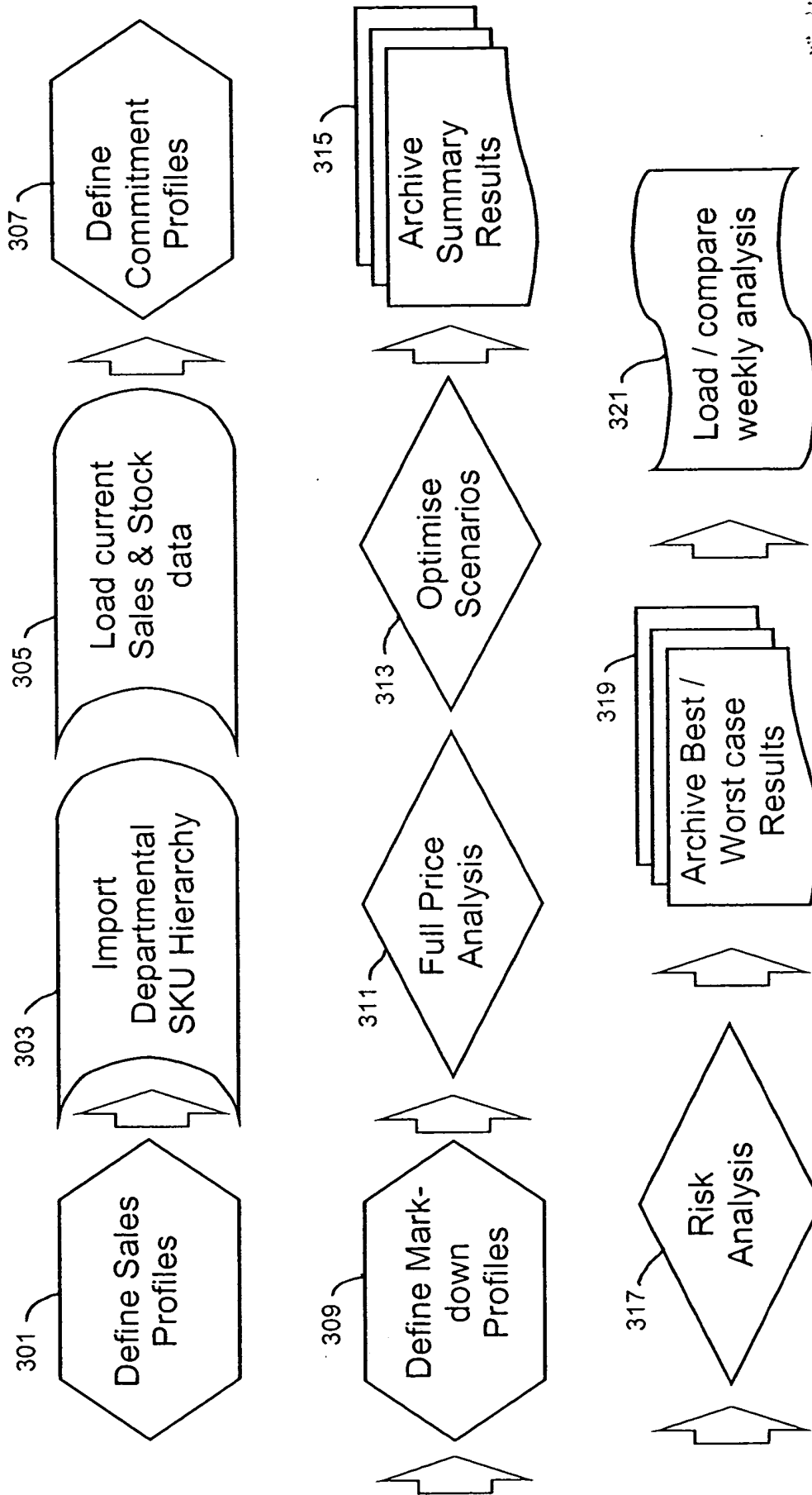


Fig. 11

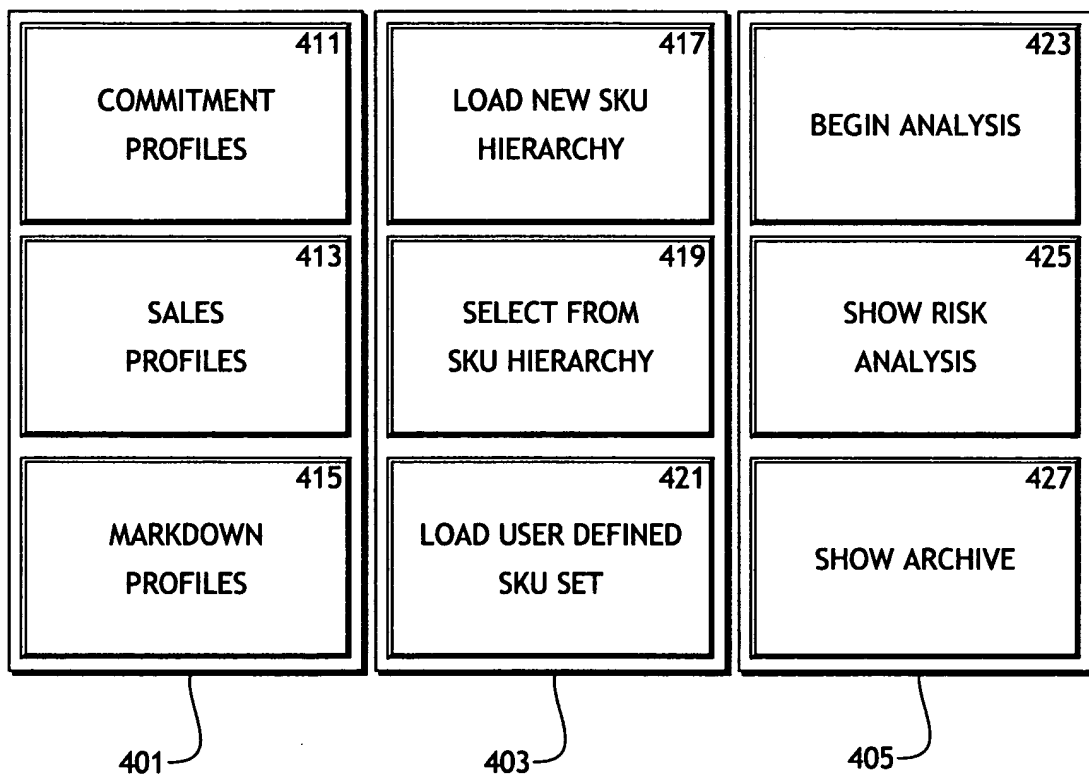


Fig. 12

SALES PROFILES												
NAME NUMBER	BASE CASE 1	TRICEP BAR 2	SKIPPING ROPE 3	AEROBIC WEIGHTS 4	CAST DISCS 5	ABDOMONI SER 6	EXERCISE MAT 7	HAND BARS 8	FISHING UMBRELLA 9	FREE WEIGHTS 10	RUCKSACK 11	FISHING NET 12
1	100	68.0	192.0	118.0	99.0	123.0	84.0	100.0	8.0	171.0	139.0	91.0
2	100	82.0	181.0	127.0	126.0	129.0	92.0	125.0	11.0	182.0	142.0	75.0
3	100	103.0	197.0	125.0	115.0	169.0	66.0	117.0	29.0	204.0	142.0	89.0
4	100	80.0	191.0	118.0	129.0	126.0	67.0	133.0	25.0	216.0	163.0	77.0
5	100	78.0	222.0	111.0	99.0	144.0	61.0	115.0	27.0	221.0	139.0	93.0
6	100	78.0	185.0	128.0	122.0	125.0	55.0	135.0	22.0	201.0	103.0	69.0
7	100	58.0	174.0	113.0	127.0	145.0	102.0	123.0	18.0	207.0	77.0	67.0
8	100	76.0	138.0	105.0	108.0	120.0	126.0	118.0	31.0	177.0	104.0	81.0
9	100	69.0	148.0	134.0	116.0	151.0	142.0	125.0	30.0	210.0	82.0	78.0
10	100	90.0	125.0	143.0	90.0	140.0	134.0	134.0	46.0	181.0	103.0	60.0
11	100	79.0	127.0	137.0	82.0	121.0	105.0	132.0	93.0	176.0	93.0	54.0
12	100	78.0	151.0	126.0	135.0	160.0	83.0	94.0	61.0	190.0	99.0	35.0
13	100	70.0	127.0	94.0	98.0	177.0	77.0	128.0	75.0	189.0	82.0	65.0
14	100	77.0	190.0	121.0	84.0	221.0	89.0	130.0	80.0	208.0	119.0	54.0
15	100	67.0	157.0	102.0	85.0	244.0	70.0	160.0	84.0	228.0	121.0	72.0
16	100	82.0	183.0	134.0	122.0	318.0	102.0	134.0	94.0	214.0	135.0	80.0
17	100	89.0	196.0	143.0	145.0	394.0	109.0	144.0	108.0		160.0	94.0
18	100	94.0	208.0	152.0	176.0	473.0	116.0	152.0	124.0	244.0	188.0	111.0
19	100	96.0	213.0	157.0	195.0	537.0	119.0	157.0	149.0	250.0	204.0	121.0
20	100	94.0	209.0	153.0	213.00	554.0	117.0	153.0	153.0	246.0	214.0	127.0
21	100	101.0	223.0	163.0	255.0	636.0	125.0	165.0	192.0	263.0	253.0	151.0
22	100	84.0	187.0	136.0	256.0	648.0	105.0	138.0	250.0	220.0	230.0	136.0
23	100	50.0	111.0	80.0	87.0	264.0	61.0	81.0	182.0	130.0	75.0	43.0
24	100	70.0	154.0	113.0	91.0	207.0	87.0	114.0	165.0	181.0	87.0	51.0
25	100	77.0	168.0	123.0	88.0	173.0	94.0	124.0	138.0	197.0	91.0	54.0
26	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 13

441	442	443	444	447	449	440
SELECT SKUS	CLASS	SUB CLASS	SUB CLASS	OPTION	SKU	SKU
NUMBER DESCRIPTION	NUMBER DESCRIPTION	NUMBER DESCRIPTION	NUMBER DESCRIPTION	DESCRIPTION	NUMBER	DESCRIPTION
514 FOOD GIFTS	214 COOK SETS	351000 SIZZLER SE	351000 SIZZLER SET: NO COL:NO SIZE		20988272	SIZZLER SET: NO COL:NO SIZE
514 FOOD GIFTS	214 COOK SETS	351002 BOOK SETS	351002 BOOK SETS:INDIA		21019915	BOOK SETS:INDIAN:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351002 BOOK SETS	351002 BOOK SETS:FREN		21019914	BOOK SETS:FRENCH:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351002 BOOK SETS	351002 BOOK SETS:ITALI		21019913	BOOK SETS:ITALIAN:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351005 TORTILLA W	351005 TORTILLA WARM		20998781	TORTILLA WARMER:NO COL:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351006 BAMBOO S	351006 BAMBOO SATAY		20998937	BAMBOO SATAY SET:NO COL:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351007 CHINESE DI	351007 CHINESE DIP SET		20998932	CHINESE DIP SET:NO COL:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351009 NIAAN SET	351009 NIAAN SET:NO CO		20998938	NAAN SET:NO COL:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351012 THAI TRAY	351012 THAI TRAY:NO C		21003306	THAI TRAY:NO COL:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351013 RICE STEA	351013 RICE STEAMER:N		20998934	RICE STEAMER:NO COL:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351014 GARLIC BO	351014 GARLIC BOOK SE		21003302	GARLIC BOOK SET:NO COL:ONE SIZE
514 FOOD GIFTS	214 COOK SETS	351154 CIABATTA	351154 CIABATTA SET:N		20875492	CIABATTA SET:NO COLOUR:NO SIZE
514 FOOD GIFTS	610 CANT COOK	351100 CHILLI HOT	351100 CHILLI HOT SAU		20998947	CHILLI HOT SAUCE: NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351101 DOCTOR SC	351101 DOCTOR SCARY		20998948	DOCTOR SCARY PICKLES:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351102 BEER SOUF	351102 BEER SOUP:NO C		20998949	BEER SOUP:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351103 FRIDAY NIG	351103 FRIDAY NIGHT C		20998951	FRIDAY NIGHT CURRY:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351104 KILLER CHIL	351104 KILLER CHILLI:N		20998952	KILLER CHILLI:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351105 COWBOY BI	351105 COWBOY BEAN S		20998960	COWBOY BEAN SOUP:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351106 WINE PIZZA	351106 WINE PIZZA:NO		20998961	WINE PIZZA:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351107 MEGA COFI	351107 MEGA COFFEE:N		20998962	MEGA COFFEE:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351108 DRINK MIX	351108 DRINK MIX:NO C		20998963	DRINK MIX:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351109 DRINK MIX	351109 DRINK MIX:B MA		21042549	DRINK MIX:B MARY:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351110 HOT TOMA	351110 HOT TOMATOE		20998965	HOT TOMATOE SAUCE:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351111 CHILLIBEEF	351111 CHILLI BEER & N		21009048	CHILLI BEER & NUTS:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351112 BREAKFAS	351112 BREAKFAST CER		21020258	BREAKFAST CEREAL:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351113 SAUCE-CHI	351113 SAUCE CHICKEN:		21020260	SAUCE CHICKEN:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351114 SAUCE-BUF	351114 SAUCE BURGER:		21020262	SAUCE BURGER:NO COL:ONE SIZE
514 FOOD GIFTS	610 CANT COOK	351258 CHILLI HOT	351258 CHILLI HOT SAU		20875546	CHILLI HOT SAUCE:NO COL:ONE SIZE
514 FOOD GIFTS	611 UMBRIA	351201 SALAD DRE	351201 SALAD DRESSIN		20998966	SALAD DRESSING KIT:NO COL:ONE SIZE
514 FOOD GIFTS	611 UMBRIA	351202 OIL & VINEG	351202 OIL & VINEGAR		20998967	OIL & VINEGAR RACK:NO COL:ONE SIZE
514 FOOD GIFTS	611 UMBRIA	351203 OLIVES & DI	351203 OLIVES & DISH S		20996968	OLIVES & DISH SET:NO COL:ONE SIZE
514 FOOD GIFTS	611 UMBRIA	351204 ITALIAN BA	351204 ITALIAN BASKET:		20996969	ITALIAN BASKET:NO COL:ONE SIZE
514 FOOD GIFTS	611 UMBRIA	351205 SPAGHETT	351205 SPAGHETTI JAR:		20988970	SPAGHETTI JAR:NO COL:ONE SIZE
514 FOOD GIFTS	611 UMBRIA	351206 LAYERED P	351206 LAYERED PULSES		21000157	LAYERED PULSES:TALL:ONE SIZE

Fig. 14

450

BASE ANALYSIS				TAKEN FROM HIERARCHY												
ANALYSIS FUNCTIONS	SORT OPTIONS	LEVEL UP LEVEL DOWN		BACK	NET COST (UNIT)	OSP (UNIT)	VAT (%)	S.O.H. (UNITS)	SALES ADJUSTED ACTUALS	CONTRACTED STOCK (INC 500)	PROFILES			OPTION 1 RE-BUY PROFILE	OPTION 2 RE-BUY PROFILE	OPTION 3 RE-BUY PROFILE
		COMMIT -MENT	SALES													
SKU NUMBER	SKU DESCRIPTION															
20988272	SIZZLER SET: NO COL:NO SIZE				6.32	12.00	14.0	2060	1080.4	932						
21019915	BOOK SETS:INDIAN:ONE SIZE				3.77	7.00	0.0	6738	282.9	297						
21019914	BOOK SETS:FRENCH:ONE SIZE				3.77	7.00	0.0	3079	212.8	205						
21019913	BOOK SETS:ITALIAN:ONE SIZE				3.77	7.00	0.0	3939	327.6	320						
20998781	TORTILLA WARMER:NO COL:ONE SIZE				7.30	14.00	11.0	1029	292.2	278						
20998937	BAMBOO SATAY SET:NO COL:ONE SIZE				4.12	8.00	9.2	1019	156.2	186						
20998932	CHINESE DIP SET:NO COL:ONE SIZE				6.02	10.00	17.5	2335	266.5	348						
20998838	NAAN SET:NO COL:ONE SIZE				6.27	12.00	10.0	736	72.6	74						
21003306	THAI TRAY:NO COL:ONE SIZE				7.55	15.00	9.1	1359	204.8	206						
20998934	RICE STEAMER:NO COL:ONE SIZE				6.86	12.00	15.0	1016	323.6	379						
21003302	GARLIC BOOK SET:NO COL:ONE SIZE				4.82	9.00	0.0	3103	434.7	394						
20875492	CIABATTA SET:NO COLOUR:NO SIZE				6.45	12.00	0.0	170	8.1	0						

451 453 455 457

Fig. 15

OPTIONS	LEVEL UP LEVEL DOWN		BACK	WEEKLY SALE		460										467									
	SKU NUMBER	SKU DESCRIPTION		SALES PROFILE	PROFILE RE-BUY	WEEK 14	WEEK 15	WEEK 16	WEEK 17	WEEK 18	WEEK 19	WEEK 20	WEEK 21	WEEK 22	WEEK 23	WEEK 24									
	20988272	SIZZLER SET: NO COL:NO S	11	1	3500						1262	1405	1605	1802	1527	136									
	21019915	BOOK SETS:INDIAN:ONE SIZ	11	5							568	581	390	438	1189	93									
	21019914	BOOK SETS:FRENCH:ONE SI	11	5							460	470	316	355	962	75									
	21019913	BOOK SETS:ITALIAN:ONE SI	11	5							708	724	487	547	1481	116									
	20998781	TORTILLA WARMER:NO CO	11	5							341	380	434	487	413	37									
	20998937	BAMBOO SATAY SET:NO CO	11	1							182	203	232	261	221	20									
	20998932	CHINESE DIP SET:NO COL:O	11	1							311	347	396	445	377	34									
	20998838	NAAN SET:NO COL:ONE SIZ	11	1							85	94	108	121	103	9									
	21003306	THAI TRAY:NO COL:ONE SI	11	1							239	266	304	234	289	26									
	20998934	RICE STEAMER:NO COL:ON	11	1	1500						378	421	481	540	457	41									
	21003302	GARLIC BOOK SET:NO COL	11	1							508	565	646	725	614	55									
	20875492	CIABATTA SET:NO COLOUR	11	1							9	10	12	13	11	1									
												</													

Fig. 16

SALES PROFILES												
NAME NUMBER	TEST 1	TRICEP BAR 2	SKIPPING ROPE 3	AEROBIC WEIGHTS 4	CAST DISCS 5	ABDOMONI SER 6	EXERCISE MAT 7	HAND BARS 8	FISHING UMBRELLA 9	FREE WEIGHTS 10	RUCKSACK 11	FISHING NET 12
1	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
5	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
7	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
11	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
12	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
13	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
14	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
15	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
16	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
17	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
18	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
19	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
20	0	0.0	0.0	0.0	0.0	0.0	0.0	430.0	700.0	0.0	270.0	0.0
21	0	0.0	0.0	0.0	1610.0	0.0	0.0	0.0	0.0	0.0	0.0	760.0
22	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
23	0	430.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
24	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
25	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
26	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 17

MARKDOWN PROFILE												
NAME NUMBER FIXED COST TYPE	FULL PRICE 1			PROMOTION 2			CLEARANCE 3			REPRICE 4		
	PRICE (-VE)	SALES (+VE)	SCM?	PRICE (-VE)	SALES (+VE)	SCM?	PRICE (-VE)	SALES (+VE)	SCM?	PRICE (-VE)	SALES (+VE)	SCM?
1	0	0		0	0		0	0				
2	0	0		0	0		0	0				
3	0	0		0	0		0	0				
4	0	0		0	0		0	0				
5	0	0		5	10		0	0				
6	0	0		0	0		0	0				
7	0	0		10	13		0	0				
8	0	0		0	0		0	0				
9	0	0		15	15		0	0				
10	0	0		0	0		0	0				
11	0	0		20	18		0	0				
12	0	0		0	0		0	0				
13	0	0		0	0		0	0				
14	0	0		0	0		0	0				
15	0	0		0	0		0	0				
16	0	0		0	0		0	0				
17	0	0		0	0		0	0				
18	0	0		0	0		0	0				
19	0	0		20	18	Y	0	0				
20	0	0		20	18		50	50				
21	0	0		0	0		50	50				
22	0	0		0	0		50	50				
23	0	0		0	0		50	50				
24	0	0		0	0		50	50				
25	0	0		0	0		0	0				
26	0	0		0	0		0	0				
27	0	0		0	0		0	0				
28	0	0		0	0		0	0				

Fig. 18

ANALYSIS FUNCTIONS		SORT OPTIONS		LEVEL UP LEVEL DOWN		BACK		511		513		515		520													
SKU NUMBER		SKU DESCRIPTION		OPTION 1		OPTION 2		OPTION 3		SALES @ OSP		MARKDOWN /REPRICE COST		ACTUAL SALES INC VAT		NET COST PRICE VALUE		PROFIT POST MARKDOWN		UNITS SOLD		RESIDUAL STOCK		CLEARANCE MARKDOWN IN STOCK		TOTAL STOCK DEFICIT	
				PROFILE		RE-BUY		PROFILE		RE-BUY		PROFILE		RE-BUY		RE-BUY		RE-BUY		RE-BUY		RE-BUY		RE-BUY		RE-BUY	
				1		0		2		1200		3		2400		53520		28172		18775		4460		0		3.277	
20988272		SIZZLER SET: NO COL:NO		1		0		2		1362		3		2624		13176		7099		6077		1882		4580		0	
21019915		BOOK SETS:INDIAN:ONE		1		0		2		6195		3		1289		10668		5748		4920		1524		2794		0	
21019914		BOOK SETS:FRENCH:ONE		1		0		2		12615		3		2523		16422		8848		7574		2346		4116		0	
21019913		BOOK SETS:ITALIAN:ONE		1		0		2		834		3		1788		29291		15283		11105		2092		725		0	
20998781		TORTILLA WARMER:NO C		1		0		2		351		3		702		8948		4606		3588		1118		603		0	
20998937		BAMBOO SATAY SET:NO		1		0		2		72		3		144		19083		11479		4762		1908		571		0	
20998932		CHINESE DIP SET:NO COL		1		0		2		655		3		131		6241		3260		2414		520		347		0	
20998838		NAAN SET:NO COL:ONE S		1		0		2		123		3		246		22000		11074		9031		1467		138		0	
21003306		THAI TRAY:NO COL:ONE		1		0		2		87		3		174		14280		8279						0		1.127	
20998934		RICE STEAMER:NO COL:O		1		0		2		1865		3		376		28013										0	
21003302		GARLIC BOOK SET:NO CO		1		0		2		100		3		200		692										0	
20875492		CIABATTA SET:NO COLOU		1		0		2								692										0	
503		505		511a		511b		513a		515a		515b		521		523		525		527		529					

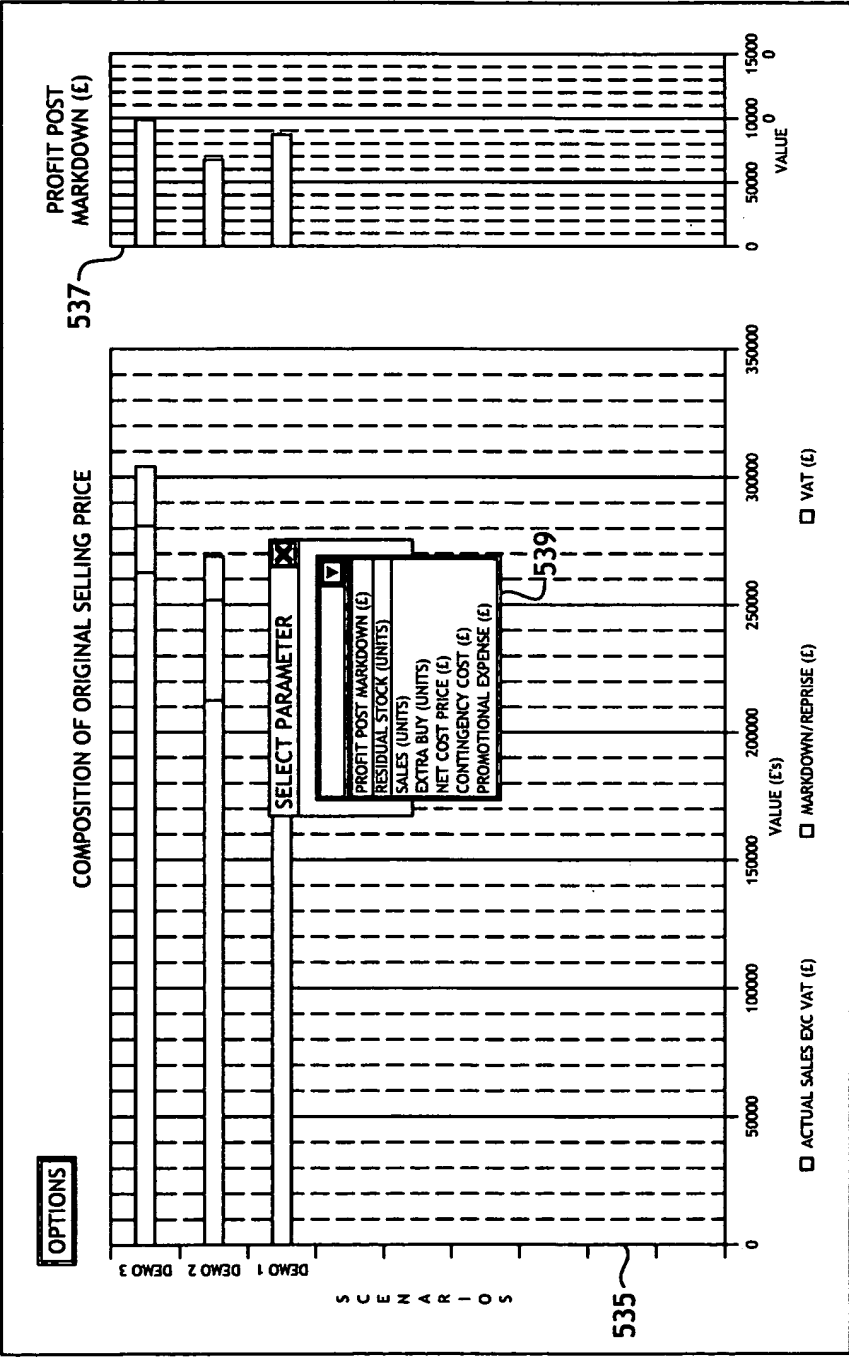


Fig. 20

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ANALYSIS FUNCTIONS	SORT OPTIONS	LEVEL UP LEVEL DOWN		BACK	RISK ANALYSIS										↔	
		COMMIT -MENT	PROFILES SALES		OPTION 1 PROFILE	RE-BUY	OPTION 2 PROFILE	RE-BUY	OPTION 3 PROFILE	RE-BUY	SALES RISK WORST (-%) BEST (+%)	MARKDOWN RISK WORST (-%) BEST (+%)	ACTUAL SALES INC VAT	PROFIT POST MARKDOWN	WORST CASE UNITS SOLD	
SKU NUMBER	SKU DESCRIPTION															
20988272	SIZZLER SET: NO COL:NO SIZE	0	11	1	0	2	1	3500								
21019915	BOOK SETS:INDIAN:ONE SIZE	0	11	1	0	2	5									
21019914	BOOK SETS:FRENCH:ONE SIZE	0	11	1	0	2	5									
21019913	BOOK SETS:ITALIAN:ONE SIZE	0	11	1	0	2	5									
20998781	TORTILLA WARMER:NO COL:ONE SIZE	0	11	1	0	2	1									
20998937	BAMBOO SATAY SET:NO COL:ONE SIZE	0	11	1	0	2	1									
20998932	CHINESE DIP SET:NO COL:ONE SIZE	0	11	1	0	2	1									
20998838	NAAN SET:NO COL:ONE SIZE	0	11	1	0	2	1									
21003306	THAI TRAY:NO COL:ONE SIZE	0	11	1	0	2	1									
20998934	RICE STEAMER:NO COL:ONE SIZE	0	11	1	0	2	1									
21003302	GARLIC BOOK SET:NO COL:ONE SIZE	0	11	1	0	2	1									
20875492	CIABATTA SET:NO COLOUR:NO SIZE	0	11	1	0	2	1									

RISK ANALYSIS CONTROL ☒

PROFILES
 MARKDOWN STOCK
 SALES
 PERFORM RISK ANALYSIS
 DONE

Fig. 21

ANALYSIS FUNCTIONS	SORT OPTIONS	LEVEL UP LEVEL DOWN		BACK	RISK ANALYSIS										↔		
		SORTED AS IMPORTED										↔	↔				
SKU NUMBER	SKU DESCRIPTION	PROFILES		OPTION 1	OPTION 2	OPTION 3	SALES RISK		MARKDOWN RISK		ACTUAL SALES INC VAT	PROFIT POST MARKDOWN	WORST CASE UNITS SOLD				
		COMMIT -MENT	SALES	RE-BUY PROFILE	RE-BUY PROFILE	RE-BUY PROFILE	RE-BUY PROFILE	RE-BUY PROFILE	RE-BUY PROFILE	RE-BUY PROFILE	Worst (-%)	Best (+%)	Worst (-%)	Best (+%)	£0	£0	0
20988272	SIZZLER SET: NO COL:NO SIZE	0	11	1	1	1	0	2	1	3500							
21019915	BOOK SETS:INDIAN:ONE SIZE	0	11	1	1	1	0	2	5								
21019914	BOOK SETS:FRENCH:ONE SIZE	0	11	1	1	1	0	2	5								
21019913	BOOK SETS:ITALIAN:ONE SIZE	0	11	1	1	1	0	2	5								
20998781	TORTILLA WARNER:NO COL:ONE SIZE	0	11	1	1	1	0	2	1								
20998937	BAMBOO SATAY SET:NO COL:ONE SIZE	0	11	1	1	1	0	2	1								
20998932	CHINESE DIP SET:NO COL:ONE SIZE	0	11	1	1	1	0	2	2								
20998838	NAAN SET:NO COL:ONE SIZE	0	11	1	1	1	0	2	2								
21003306	THAI TRAY:NO COL:ONE SIZE	0	11	1	1	1	0	2	2								
20998934	RICE STEAMER:NO COL:ONE SIZE	0	11	1	1	1	0	2	2								
21003302	GARLIC BOOK SET:NO COL:ONE SIZE	0	11	1	1	1	0	2	2								
20875492	CIABATTA SET:NO COLOUR:NO SIZE	0	11	1	1	1	0	2	2								

RISK ANALYSIS

ERROR TEST

SALES (%) UPLIFT (%)

Worst: 20 Best: 10

OK CANCEL

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Fig. 22

OPTIONS	SCENARIOS	DEMO			DEMO			RISK-WORST			RISK-BEST		
		1	2	3	1	2	3	1	2	3	1	2	3
OSP	ORIGINAL SELLING PRICE (£)	222335	269689	304633	222335	269689	304633	222335	264458	298741	222335	272305	307578
MARKDOWN	MARKDOWN/REPRICE (£)	0	40285	18622	0	40285	18622	0	37669	16318	0	41593	19773
REPRICE	MARKDOWN/REPRICE (% OSP)	0.0	14.9	6.1	0.0	14.9	6.1	0.0	14.2	5.5	0.0	15.3	6.4
ACTUAL SALES	ACTUAL SALES INC VAT (£)	222335	229404	286011	222335	229404	286011	222335	226789	282424	222335	230712	287805
	ACTUAL SALES INC VAT (% OSP)	100.0	85.1	93.9	100.0	85.1	93.9	100.0	85.8	94.5	100.0	84.7	93.6
	VAT (£)	17336	17702	23929	17336	17702	23929	17336	17640	23929	17336	17733	23929
	ACTUAL SALES EXC VAT (£)	204999	211702	262082	204999	211702	262082	204999	209148	258495	204999	212979	263876
COST	ACTUAL SALES EXC VAT (% OSP)	100.0	84.8	93.4	100.0	84.8	93.4	100.0	85.5	94.1	100.0	84.4	93.0
	NET COST PRICE (£)	119225	144692	163633	119225	144692	163633	119225	141903	160459	119225	146086	165221
	NET COST PRICE (% OSP)	58.2	57.9	58.3	58.2	57.9	58.3	58.2	58.0	58.4	58.2	57.9	58.2
	CONTINGENCY COST (£)												
PROFIT	PROMOTIONAL EXPENSE (£)	0	0	0	0	0	0	0	0	0	0	0	0
	PROFIT POST MARKDOWN (£)	85774	67010	98449	85774	67010	98449	85774	67245	98036	85774	66893	98656
	PROFIT POST MARKDOWN (% OSP)	42	27	35	42	27	35	42	27	36	42	27	35
	CLEARANCE MARKDOWN IN STOCK (£)	0	0	0	0	0	0	0	0	0	0	0	0
INDEX	BUYING MARGIN (%)	41.8	42.1	41.7	41.8	42.1	41.7	41.8	42.0	41.6	41.8	42.1	41.8
UNITS	SALES (UNITS)	21678	26945	30290	21678	26945	30290	21678	26251	29448	21678	27292	30711
	RESIDUAL STOCK (UNITS)	14349	9082	10737	14349	9082	10737	14349	9776	11579	14349	8735	10316
	WEEKS	7	7	7	7	7	7	7	7	7	7	7	7
	EXTRA BUY (UNITS)	0	0	5000	0	0	5000	0	0	5000	0	0	5000
SCENARIO PARAMETERS	MOST FREQUENT PROFILE (NUMBER)	1	2	1	1	2	1	1	0	5000	1	0	5000
	MOST FREQUENT PROFILE (NAME)												
	% OF SKUs APPLIED TO	100	100	75	100	100	75	75	0	0	75	0	0
		BASE CASE CLEAR P BASE CASE			BASE CASE CLEAR P BASE CASE			BEST CASE OPT 3 ED AS IMPORTED			BEST CASE OPT 3 ED AS IMPORTED		

Fig. 24

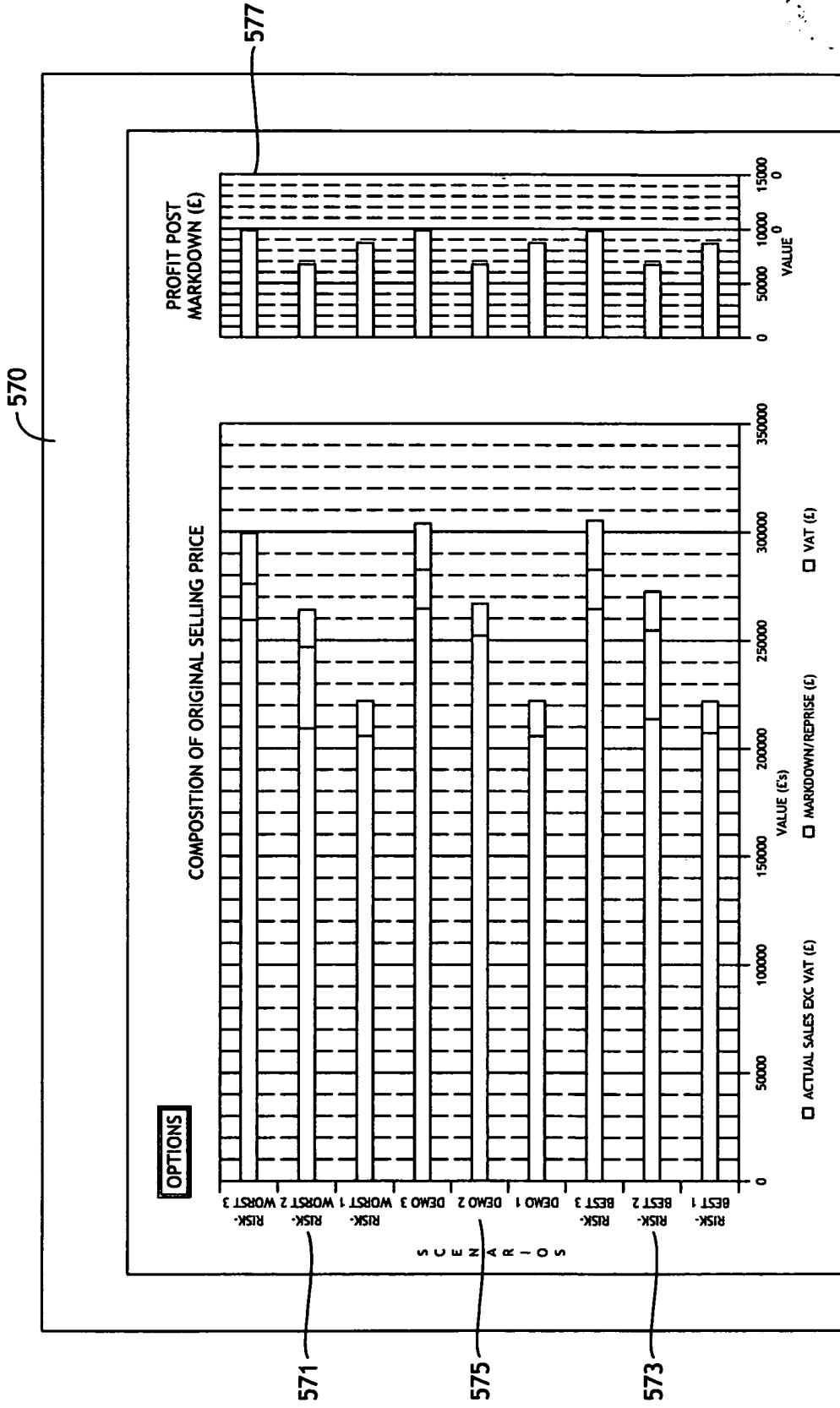


Fig. 25

600

OPTIONS	LEVEL UP LEVEL DOWN		BACK	WEEKLY SALE																	
				SALES PROFILE	PROFILE RE-BUY	WEEK 11	WEEK 12	WEEK 13	WEEK 14	WEEK 15	WEEK 16	WEEK 17	WEEK 18	WEEK 19	WEEK 20	WEEK 21	WEEK 22				
20988272	SIZZLER SET: NO COL:NO S		11	1	3500											1262	1405	1605			
21019915	BOOK SETS:INDIAN:ONE SIZ		11	5												568	581	390			
21019914	BOOK SETS:FRENCH:ONE SI		11	5												460	470	316			
21019913	BOOK SETS:ITALIAN:ONE SI		11	5												708	724	487			
20998781	TORTILLA WARMER:NO CO		11	5												341	380	434			
20998937	BAMBOO SATAY SET:NO CO		11	1												182	203	232			
20998932	CHINESE DIP SET:NO COL:O		11	1												311	347	396			
20998838	NAAN SET:NO COL:ONE SIZ		11	1												85	94	108			
21003306	THAI TRAY:NO COL:ONE SI		11	1												239	266	304			
20998934	RICE STEAMER:NO COL:ON		11	1	1500											378	421	481			
21003302	GARLIC BOOK SET:NO COL		11	1												508	565	646			
20875492	CIABATTA SET:NO COLOUR		11	1												9	10	12			

↕

OPTIONS
✕

☒ IMPORT WEEKLY ACTUALS

☐ PLOT WEEKLY COMPARISON

OK

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601

Fig. 26

600

WEEKLY SALE			WEEK 11	WEEK 12	WEEK 13	WEEK 14	WEEK 15	WEEK 16	WEEK 17	WEEK 18	WEEK 19	WEEK 20	WEEK 21	WEEK 22	WEEK 23	WEEK 24	WEEK 25
BACK																	
OL-NO S	11	1	3500								1262	1405	1605	1802	1672	136	
:ONE SIZ	11	5									1135	1264	1444	1622	1374	123	
H:ONE SI	11	5									568	581	390	438	1189	93	
N:ONE SI	11	5									511	523	351	395	1070	83	
:NO CO	11	5									460	470	316	355	962	75	
T:NO CO	11	1									414	423	286	320	866	68	
O COL:O	11	1									708	724	487	547	1481	116	
:ONE SIZ	11	1									637	652	438	492	1333	104	
:ONE SI	11	1									341	380	434	487	413	37	
COL:ON	11	1	1500								307	342	391	439	372	33	
NO COL	11	1									182	203	232	261	221	20	
COLOUR	11	1									164	183	209	234	199	18	
											311	347	396	445	377	34	
											280	312	356	400	338	30	
											85	94	108	121	103	9	
											76	85	97	109	92	8	
											239	266	304	234	288	26	
											215	240	274	307	260	23	
											378	421	481	540	457	41	
											340	379	433	486	411	37	
											508	565	646	725	614	55	
											457	509	581	653	553	49	
											9	10	12	13	11	1	
											8	9	11	12	10	1	

601b

OK CANCEL

IMPORT WEEKLY ACTUALS

PLOT WEEKLY COMPARISON

Fig. 27

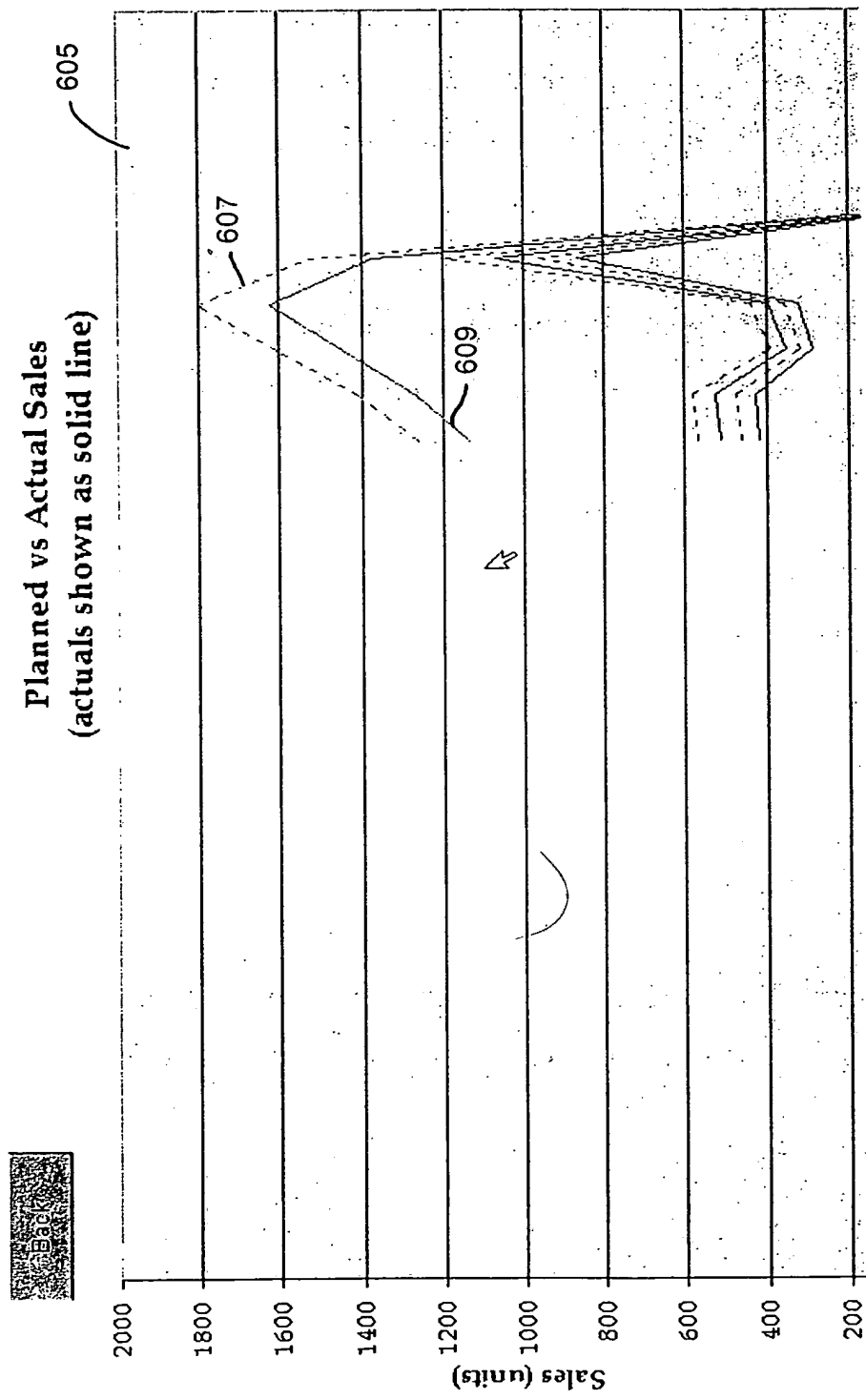


Fig. 28

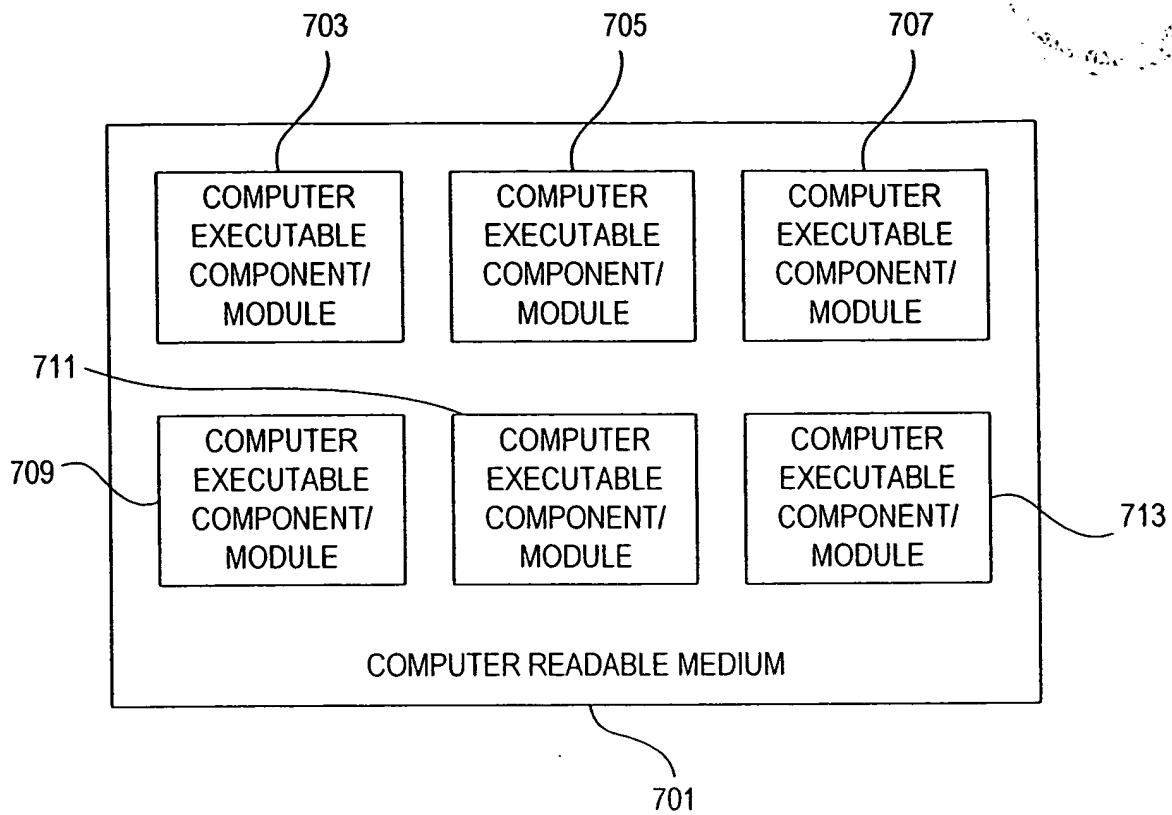


FIG. 29